

Message Text

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PAGE 01 PALERM 00187 231318Z
ACTION EUR-12

INFO OCT-01 ISO-00 EB-08 /021 W
-----232134Z 055052 /70

R 231158Z MAR 77
FM AMCONSUL PALERMO
TO SECSTATE WASHDC 2023
USDOC WASHDC
INFO AMEMBASSY ROME
AMCONSUL FLORENCE
AMCONSUL GENOA
AMCONSUL MILAN
AMCONSUL NAPLES
AMCONSUL TURIN
AMCONSUL TRIESTE

UNCLAS PALERMO 0187
E.O. 11652: N/A
TAGS: BEXP, IT
SUBJECT: EXPORT OPPORTUNITY PURCHASE OF MEDICAL APPARATUS

REF: PALERMO 0097

1. PROF. SALVATORE ORESTANO, OWNER OF A MODERN CLINIC IN PALERMO INFORMED US THAT HE RECENTLY PURCHASED A DOLS. 550,000 ACTA SCANNER 150, AN AXIAL COMPUTER TOMOGRAPH (TAC) MANUFACTURED BY PFIZER IN., THROUGH CGR, PFIZER'S REPRESENTATIVE IN ITALY.
2. PROF. ORESTANO SPECIFIED THAT THE SCANNER WILL BE INSTALLED IN HIS CLINIC ABOUT MID-MAY AND ASKED US TO HELP HIM OBTAIN URGENTLY SERVICES OF AMERICAN RADIOLOGIST FAMILIAR WITH SCANNER OPERATIONS. ORESTANO WILL PROVIDE FREE ACCOMMODATION AND OFFERS A BASIC SALARY OF DOLS. 800.00 PER MONTH PLUS DOLS. 5.00 COMMISSION ON EACH TEST, EXPECTED TO AMOUNT TO 200 PER MONTH.
3. AT OUR REQUEST EMBASSY HAS CONTACTED PFIZER OFFICIAL IN ROME, WHO IN TURN ASKED CGR OFFICES IN MONZA TO REQUEST PFIZER

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NEW YORK TO PROVIDE A SUITABLE RADIOLOGIST, OR DEVELOP ALTERNATE MEANS FOR MEETING ORESTANO'S REQUIREMENT.

4. IN VIEW OF INCREASING INTEREST IN TAC (OUR 0097) REFERS)
WE ARE IN FACT AWARE OF INTEREST OF UNIVERSITY MEDICAL DEPARTMENT AND PUBLIC HOSPITAL IN PALERMO IN PURCHASING SUCH

EQUIPMENT -- WE BELIEVE IT IS IMPORTANT TO ENSURE THAT THE FIRST
TAC BEING INSTALLED IN SICILY, WHICH WILL BE AN AMERICAN PRODUCT
IS ADEQUATELY EFFICIENTLY OPERATED. CONSEQUENTLY, WE
WOULD APPRECIATE ANY HELP DOC COULD PROVIDE
WORKING WITH PFIZER AS APPROPRIATE - TO MEET NEEDS OF ORESTANO
CLINIC AND SERVE AS POINT OF EXPERT REFERENCE FOR OTHER PROSPECTIVE
BUYERS IN SICILY.

5. WE WOULD APPRECIATE BEING INFORMED OF RESULTS. COLLINS

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Message Attributes

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Subject: EXPORT OPPORTUNITY PURCHASE OF MEDICAL APPARATUS
TAGS: BEXP, IT
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